



USMCA Missouri State Fact Sheet

Missouri's Trade with the World¹

- In 2019, Missouri exported \$13.4 Billion in goods to the world.
- In 2019, Missouri was the 27th-largest state exporter of goods in the United States.
- In 2016, 84,868 U.S. jobs were supported by goods exported from Missouri.²
- In 2018, 6,228 companies exported goods from Missouri- 85 percent were small and medium-sized companies.³

Missouri's Trade with Canada and Mexico

Missouri's Rank in Exports to Canada and Mexico

In 2019, Missouri was the 19th-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for Missouri Exports

In 2019, Canada was Missouri's largest export destination and Mexico was the second-largest export destination.

Statewide Statistics and Top Export Product Categories⁴

- In 2019, Missouri exported \$7.2 Billion to Canada and Mexico, accounting for 54 percent of Missouri's total exports to the world.
 - Missouri exported \$4.9 Billion to Canada, 37 percent of Missouri's exports to the world.

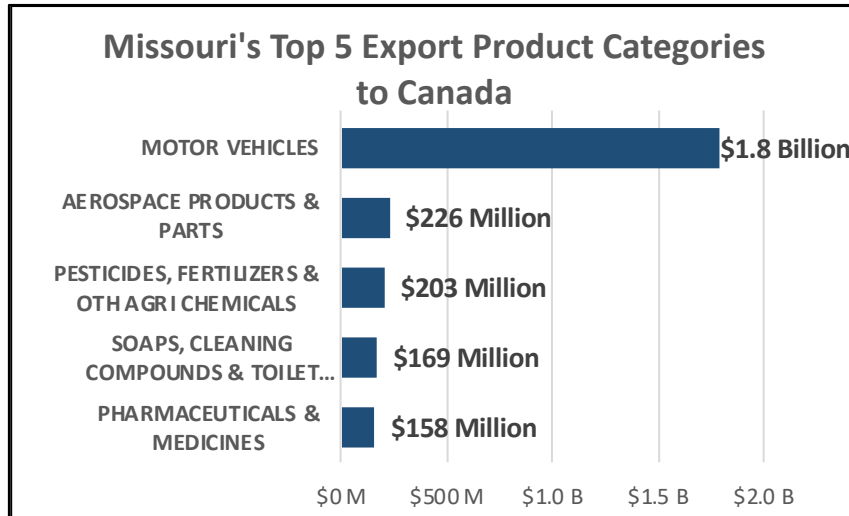
¹All trade data used in this report reflect the data published by June 15, 2020 from the U.S. Census Bureau, as compiled by the International Trade Administration's Trade Policy Information System (TPIS).

² Jobs supported by state exports estimates by the Office of Trade and Economic Analysis (OTEA), Industry and Analysis, International Trade Administration, U.S. Department of Commerce:

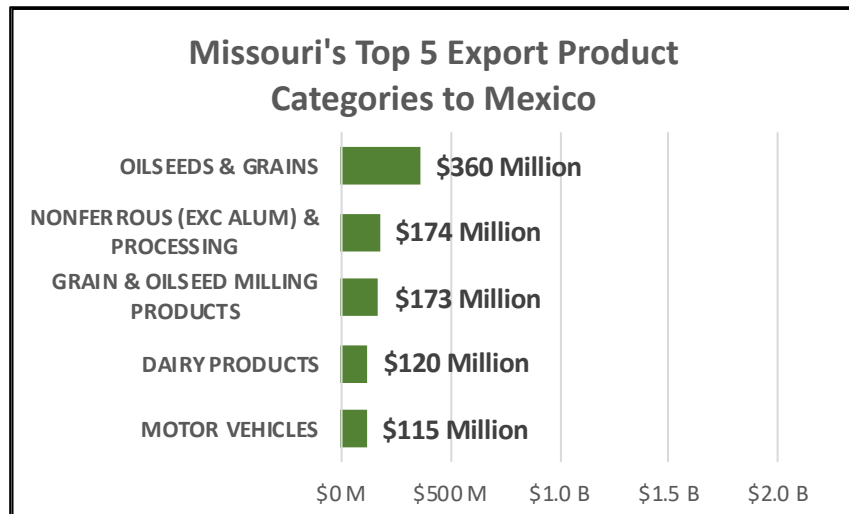
<https://www.trade.gov/mas/ian/employment/>

³ U.S. Census Bureau's A Profile of U.S. Importing and Exporting Companies, Table 6a 2018 Exports by State of Origin of Movement, Number of Exporting Companies, Value for Small and Medium Companies

⁴ Top export product categories reflected under the 2017 North American Industry Classification System (NAICS) at the 4-digit level of detail, compiled by TPIS.



- Missouri exported \$2.3 Billion to Mexico, 17 percent of Missouri’s exports to the world.



Metropolitan Statistics⁵

- Missouri’s Top Metropolitan Exports to Canada and Mexico 2018
 - St. Louis **\$4.2 Billion***⁶
 - Top Products: Chemical Manufacturing; Mining (Except Oil And Gas); Computer And Electronic Product Manufacturing; Transportation Equipment Manufacturing; Machinery Manufacturing

⁵ 2018 Metropolitan (statistical) area (MSA) exports to Canada and Mexico data from the U.S. Census Bureau compiled by the Office of Trade and Economic Analysis (OTEA), Industry and Analysis, International Trade Administration, U.S. Department of Commerce. Top products by MSA reflected under the 2017 North American Industry Classification System (NAICS) at the 3-digit level of detail.

⁶ An asterisk (*) notes if the Metropolitan Area is shared with one or more other states.



- Kansas City **\$3.8 Billion**^{*7}
 - Top Products: Transportation Equipment Manufacturing; Chemical Manufacturing; Food Manufacturing; Computer And Electronic Product Manufacturing; Machinery Manufacturing
- St. Joseph **\$366 Million**^{*8}
 - Top Products: Food Manufacturing; Chemical Manufacturing; Machinery Manufacturing; Crop Production; Leather And Allied Product Manufacturing

USMCA Will Benefit Missouri's Top Export Sectors to Canada and Mexico

Missouri's top export sectors to Canada and Mexico in 2019 include Transportation Equipment (Motor Vehicle and Parts), Chemicals, and Food Manufacturing.⁹

Transportation Equipment (Motor Vehicle

Missouri is home to numerous motor vehicle and parts companies. In 2019, the transportation equipment sector¹⁰ employed 47,080 workers in 332 establishments. Clay, St. Charles, and Laclede counties have the largest number of employees in the transportation equipment sector. USMCA's innovative auto rules of origin, strict labor and environmental standards, and provisions designed to combat non-market practices – such as currency manipulation – are designed to incentivize additional automotive and auto parts investment and production in Missouri. They were also developed to ensure auto producers and workers in the state can compete on a more-level playing field with their Mexican and Canadian counterparts. USMCA increases the regional value content for automobiles from 62.5 percent to 75 percent, thus incentivizing more auto production in North America. USMCA includes a first-of-its-kind labor value content rule that requires a certain percentage of each motor vehicle (40 percent for passenger vehicles and 45 percent for light trucks) to be manufactured in a factory in a USMCA country where workers make an average wage of at least \$16 per hour. USMCA requires more auto production in North America in order to qualify for duty-free treatment by eliminating NAFTA's "deemed originating" loophole.

Chemicals

Missouri is home numerous chemical¹¹ companies. In 2019, there were 410 chemical establishments employing 20,178 employees. St. Louis City and St. Louis and Buchanan Counties have the largest number of employees in the chemicals sector. USMCA adopted chemical reaction rules to determine origin for most chemical products. USMCA also contains sector annexes on chemical substances, pharmaceuticals, and cosmetics. These annexes promote enhanced regulatory compatibility and trade

⁷ Ibid.

⁸ Ibid.

⁹ Unless otherwise footnoted in the below sectors, sector employment data is average annual number of employees and establishments by county or local economic region by 2017 NAICS3-digit level from the Bureau of Labor Statistics.

¹⁰ Motor vehicles and parts sector defined as NAICS 336 for transportation equipment.

¹¹ Chemical sector defined as NAICS 325 for chemical manufacturing.



between the three Parties, while recognizing the regulatory authority of each Party. These annexes commit to build on existing extensive regulatory cooperation on chemicals, pharmaceuticals, and cosmetics between Parties and identify areas of focus for future cooperation. It also encourages the Parties to consider internationally-developed science and technical guidance documents when implementing regulations for cosmetics and encourages cooperation on inspections of pharmaceutical manufacturers.

Food Manufacturing

Missouri is home to several large food manufacturing companies. In 2019, there were 624 food manufacturing¹² establishments with 41,735 employees. Buchanan and Jasper counties and St. Louis City have the largest number of employees. USMCA contains an annex on proprietary food formulas which requires each Party to protect the confidentiality of such information in the same manner for both domestic and imported products. For the first time in a trade agreement, USMCA contains a chapter on good regulatory practices that promotes transparency and accountability in development and implementation of regulations. USMCA also has a chapter on sanitary and phytosanitary (SPS) provisions, which requires the Parties to agree to increase transparency in SPS measures, advance science-based decision making, and work together to enhance compatibility of SPS measures between them.

¹² Food manufacturing defined as NAICS 311 for food manufacturing.